

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 163977

64

ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 AGR-05 L-03 PA-01 PRS-01

USIE-00 CIAE-00 INR-07 NSAE-00 SS-15 SP-02 NSC-05

SSO-00 NSCE-00 INRE-00 /057 R

DRAFTED BY ARA/CEN/G:DCLARE:HLB

APPROVED BY ARA/CEN - DAVID LAZAR

----- 024153

O 112245Z JUL 75 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA NIACT IMMEDIATE

LIMITED OFFICIAL USE STATE 163977

E.O. 11652: N/A

TAGS: ETRD, GT

SUBJECT: WALL STREET JOURNAL REPORT ON DEL MONTE ACQUISITION

1. WALL STREET JOURNAL PLANS PUBLISH MONDAY JULY 14
CHRONICLE OF DEL MONTE'S 18 MONTH LONG EFFORTS TO OBTAIN
GOG APPROVAL FOR PURCHASE OF UNITED BRANDS OPERATION IN
GUATEMALA.

2. WE UNDERSTAND THRUST OF STORY IS THAT DEL MONTE RAN
INTO BLANK WALL UNTIL IT ENGAGED SERVICES OF "SUCCESSFUL
BUSINESSMAN WITH GOOD POLITICAL CONNECTIONS WHO OFFERED TO
BUY MINORITY INTEREST IN GUATEMALAN BANANA OPERATION."
THIS OTHERWISE UNIDENTIFIED INDIVIDUAL ACCEPTED 500,000
DOLLARS, WHICH WAS PAID TO HIM OUTSIDE GUATEMALA, IN ORDER
TO FACILITATE TRANSACTION. DEL MONTE OFFICIALS ARE
QUOTED AS SAYING THAT THEY AGREED NOT TO MAKE PUBLIC NAME
OF INDIVIDUAL CONCERNED. THEY STRESS THAT DEL MONTE PAID
NO MONEY TO GOG OFFICIALS.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 163977

ROBERTO ALEJO IS QUOTED AS STATING THAT "GOVERNMENT'S

DECISION CAME AS A SURPRISE TO EVERYONE, INCLUDING ME."
CARLOS YAQUIAN, REPORTEDLY COMPANY'S LAWYER, IS QUOTED AS
STATING THAT HE MERELY PREPARED THE NORMAL LEGAL PAPERS

AND FILED THEM. HE STATES THAT HE NEVER MET THE CON-
SULTANT. STORY MENTIONS IN PASSING THAT WHEN DEL MONTE
FIRST BEGAN CONSIDERATION OF UNITED BRANDS ACQUISITION
THEY MET WITH US AMBASSADOR WHO RECOMMENDED THAT THEY
"RETAIN LOCAL ADVISERS."

3. FOREGOING IS FOR YOUR BACKGROUND INFORMATION ONLY. INGERSOLL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PRESS COMMENTS, BUSINESS FIRMS, SUBSIDIARIES, REAL PROPERTY ACQUISITION, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE163977
Document Source: CORE
Document Unique ID: 00
Drafter: DCLARE:HLB
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750240-0868
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750762/aaaacdwwq.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 SEP 2003 by izenbei0>; APPROVED <06 NOV 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WALL STREET JOURNAL REPORT ON DEL MONTE ACQUISITION
TAGS: ETRD, GT, US, UNITED BRANDS, WALL STREET JOURNAL, DEL MONTE
To: GUATEMALA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006